



Life Cycle Industry Days

Small Business Panel Discussion:
*Navigating the Federal Waters
from "Small" to "Not Small"*

Mercedes O. Enrique, President
CMS Corporation

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AFLCMC... Providing the Warfighter's Edge

Agenda

- Who We Are
- What “Large” is for Federal Construction
- Strategies for Moving into “Large”



AFLCMC... Providing the Warfighter's Edge

Who We Are

- Federal construction contractor with strong mechanical self-performance
- Minority-owned Small Business
- Performed over \$350 million in Federal projects to date
- Over 20-years of providing construction services
- Currently prime federal contractor on 16 IDIQs with combined contract ceiling capacity of \$2.2 billion
- Technology-progressive construction organization

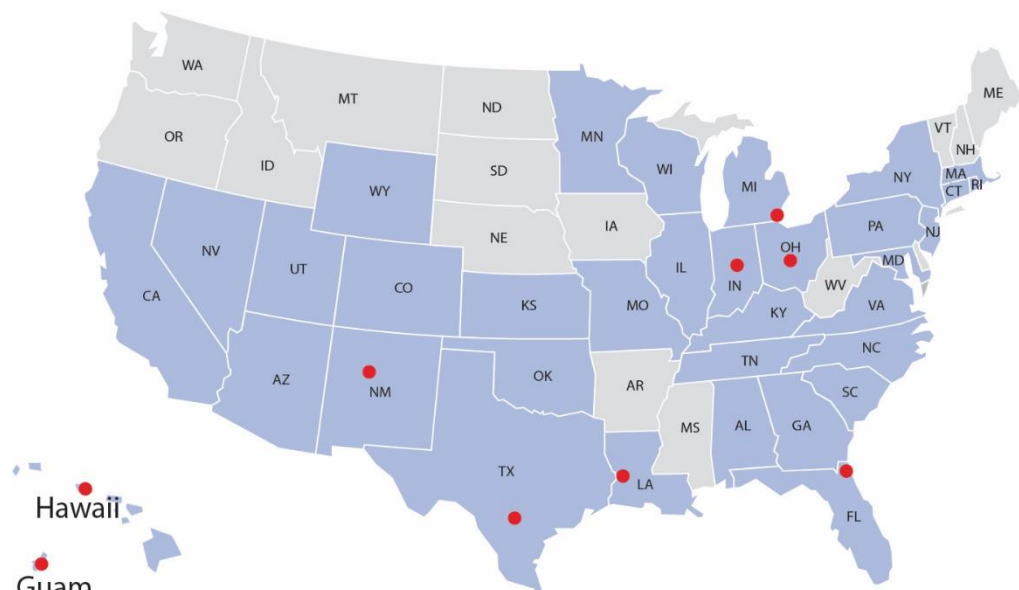




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Major Projects and Office Locations

- Indianapolis, IN
- Jacksonville, FL
- Honolulu, HI
- Detroit, MI
- Fort Polk, LA
- Maumee, OH
- Camp Bullis, TX
- Barrigada, GUAM



● Office Locations ■ Project Locations



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What “Large” is for Federal Construction

**\$2.8 Billion
Large
Business**



\$36.5 Million



Strategies for Moving into “Large”

- Sizeable IDIQ Contract Capacity extending over 5 years (bridge)
- Established and successful SBA Mentor-Protégé Agreements
- Diversification (self-performance mechanical construction)
- Established and successful A&E and sub relationships(i.e. LJB, Metro CD, Four Seasons)
- Outstanding execution
- Strong balance sheet